

Message Text

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ACTION COME-00

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R 131415Z DEC 74

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 1175

INFO AMEMBASSY BELGRADE

AMEMBASSY PRAGUE

AMEMBASSY VIENNA

AMEMBASSY WARSAW

UNCLAS BUCHAREST 5722

E.O. 11652: N/A

TAGS: BEXP, XH, RO

SUBJECT: PROPOSED ILLINOIS STATE IOGA TRADE MISSION

REF.: STATE 255232

1. ROMANIA'S FOREIGN TRADE ORGANIZATIONS (FTO'S) ARCOM, CONTRANSIMEX AND MECANOEXPORTIMPORT, AND THE CENTRAL FOR BUILDING MATERIALS, HAVE EXPRESSED INTEREST IN CONSTRUCTION EQUIPMENT AND BUILDING SUPPLIES. EMBASSY WAS TOLD THAT MOST AMERICAN COMPANIES HAVE NOT SUCCEEDED IN COMPETITION WITH WEST EUROPEAN EXPORTERS BECAUSE OF VERY HIGH PRICES, LONG DELIVERY TIMES AND DIFFICULT TERMS OF PAYMENT. HOWEVER, MAJOR CONSTRUCTION PROJECTS ARE SCHEDULED FOR THE NEXT FIVE YEAR PLAN IN WHICH WESTERN COMPANIES ARE EXPECTED TO PARTICIPATE: THE DANUBE-BLACK SEA CANAL, A HIGHWAY TO THE BLACK SEA ACROSS THE DANUBE, BUCHAREST'S SUBWAY, ENLARGING OF THE DANUBE CHANNEL IN THE DELTA AREA, AND VARIOUS OTHER CIVIL CONSTRUCTION PROJECTS IN ROMANIA AND IN DEVELOPING COUNTRIES IN AFRICA.

2. CONTRANSIMEX, FTO FOR THE MINISTRY OF TRANSPORTATION AND TELECOMMUNICATIONS IS GENERALLY INTERESTED IN: EQUIPMENT AND MACHINERY FOR THE CONSTRUCTION AND MAINTENANCE OF ROADS (CONCRETE CASTINGS AND HYDROCARBON PAVEMENT MIXTURE), BRIDGES, TUNNELS, HARBORS (DAMS AND DREDGING), AIRPORTS, AND RAILWAYS. THEY ARE ALSO INTERESTED IN LICENSES, TECHNICAL INFORMATION

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AND ASSISTANCE IN THE DESIGN OF PROJECTS ABROAD.

3. ARCOM, FTO FOR THE MINISTRY OF INDUSTRIAL CONSTRUCTION (CARRIES OUT CIVIL CONSTRUCTIONS IN ROMANIA AND ABROAD) IS INTERESTED IN: CONCRETE PUMPS, INSTALLATIONS FOR CONCRETE MANUFACTURING, CONCRETE SHAKERS, MACHINES TO PRODUCE FIREPROOF MATERIAL, CRANES, CASTING INSTALLATIONS FOR WATER TIGHT WALLS, INSTALLATIONS FOR HYDROCARBON PAVEMENT MIXTURE.

4. THE CENTRAL FOR BUILDING MATERIALS OF THE MINISTRY OF FORESTRY AND BUILDING MATERIALS IS INTERESTED IN THE TECHNOLOGY, COMPOSITION AND USE OF HEATPROOF FIBROUS BRICKS, GLASSFIBER REINFORCED POLYESTER MATERIALS, AND CONCRETE WITH POLYMERS.

5. MECANOEXPORTIMPORT, FTO SUBORDINATED TO THE MISISTRY OF HEAVY MACHINE BUILDING, IMPORTS ALL KINDS OF CRUSHING AND SCREENING EQUIPMENT.

6. SUGGESTED TIME FRAME WOULD SUIT ALL ORGANIZATIONS.

7. COMMENT: EMBASSY'S REQUESTS FOR MORE SPECIFIC DATA ON MAJOR CONSTRUCTION PROJECTS HAVE NOT YET BEEN SUCCESSFUL BUT MORE INFORMATION MAY BECOME AVAILABLE IN COMING MONTHS. GENERAL INTEREST EXPRESSED BY FTO'S IN CONSTRUCTION EQUIPMENT AND BUILDING MATERIALS INDICATES BREADTH OF IMPORT MARKET, BUT U.S. EXPORTERS IN THIS FIELD SHOULD EXPECT STRONG COMPETITION.
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